KYLE TURNER

Data Scientist , Data Analyst , BI Analyst | Baltimore, MD

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SUMMARY

Results Driven data professional with a background in Data Science, Data Analytics and Business Intelligence. Hands-on experience building predictive models, machine learning systems, NLP pipelines, dashboards, and scalable BI solutions that deliver measurable business impact. Skilled in Python (Pandas, NumPy, Scikit-learn, Matplotlib), SQL, DAX, AI Tools, and statistical modeling across classification, regression, clustering, and NLP domains. Adept at translating complex data into actionable insights and collaborating across business units to deploy analytical solutions end-to-end.

TECHNICAL PROFICIENCY

- **Machine Learning and Modeling:** Python (Pandas, Scikit-learn, Numpy, Scikit-learn, PySpark, Matplotlib), LassoCV, Logistic/Ridge Regression, Random Forest, GridSearch, Hyperparameter Optimization
- **Data Analytics and Visualization:** Power BI, SSRS, Tableau, SQL Server, Azure Synapse, SAS, DAX, Excel, Power Query
- **NLP and Text Analytics:** VADER Sentiment Analysis, Topic Modeling (LSA, NMF, CorEx), Time Series Analysis
- **AI and Intelligent Automation:** Power Automate, PowerShell, Prompt Engineering (Co-Pilot, ChatGPT, Perplexity, Gemini, Claude)
- **Cloud and Database Management:** SQL Server, Microsoft Fabric (Lakehouse, Data Pipelines, OneLake), Azure SQL, Snowflake, AWS, Alteryx
- **Data Visualization and BI:** Tableau, Power BI, SSRS, DAX, Excel, Power Query
- **Project Management and Documentation Tools:** Microsoft Project, SharePoint, Google Drive, DropBox
- **Data Quality and Governance:** Data Quality Initiatives, Data Profiling and Validation, Data Governance Fundamentals, ETL/ELT Processes, Data Preparation and Cleansing

PROFESSIONAL EXPERIENCE

Data Analytics Consultant (Contract)

01/2024 – Present

SoundLife Music Academy — Remote

- Designed dashboards, SQL-based reporting solutions, and advanced analytics projects spanning data modeling, visualization, and business intelligence development aligned with stakeholder requirements.
- Conducted market research and competitive analysis to surface business insights, translating findings into structured reports and data visualizations for client deliverables.
- Pursuing Microsoft Fabric certification and Power BI (PL-300) exam preparation to strengthen reporting and data documentation practices.

Data Analyst and Power BI Fellow

10/2025 – 03/2026

QuickStart Inc. — Remote

Built end-to-end BI solutions covering data modeling, SQL development, Python, DAX authoring, and multi-page Power BI dashboards.

- **Healthcare Admissions Analytics Dashboard – Power BI and SQL Server**
  End-to-End Business Intelligence | Data Modeling, DAX and Dashboard Development

  - Analyzed 100K patient records to surface clinical and financial patterns by designing a star schema in SQL Server and building a multi-page Power BI dashboard that exposed $1.4B in KPI reporting and a 15.5-day average length of stay, equipping hospital leadership with data to drive resource decisions.
  - Conducted EDA in Python using correlation matrices and heatmaps to identify clinical and financial patterns informing dashboard design.
- **Amazon India Sales Performance Dashboard – Power BI and SQL Server**
  Sales Intelligence | Data Cleaning, Geographic Analysis and Forecasting
  - Traced discrepancies in messy e-commerce data back to their source through root cause analysis, interrogating nulls, canceled orders, and inconsistencies in SQL Server, revealing a ~50% YoY revenue decline and pinpointing key regional opportunities.
  - Implemented advanced DAX measures and reporting automation to streamline data visualization across business intelligence deliverables, identifying that the 'Set' category outperformed all other categories combined, informing inventory strategy.

Data Scientist

10/2022 – 11/2023

IWCO Direct — Remote

Was laid-off due to a company-wide 25% workforce reduction.

- Pioneered the creation of a Python-based Customer Profile Generator by mining client first-party data and Acxiom consumer datasets, generating $10K/month in passive income for IWCO.
- Contributed to $5M in company revenue by partnering with business units through requirements gathering and stakeholder management to build predictive models for response, attrition, and customer segmentation, leveraging Snowflake as the data warehouse, SQL server, Python, and PySpark, to surface lifetime value and campaign performance insights through Tableau dashboards.
- Proactively identified and automated repetitive internal workflows, increasing team efficiency, in 1 year, by 40% and accelerating the delivery of data driven insights for all stakeholders.

- Translated complex data into clear, actionable client stories, delivering tailored dashboards and reports that improved marketing ROI and cut reporting turnaround time.

Data Science and Machine Learning Fellow

01/2022 – 04/2022

Metis

Remote

Remote immersive data science bootcamp focused on data analytics and Python-based machine learning applications.

Selected Projects

- **NBA Scoring Prediction: Machine Learning**
  - Traced scoring patterns utilizing automated web scraping across 1,300+ NBA.com pages to collect historical scoring data with Beautiful Soup and Selenium.
  - Deployed Linear Regression and LassoCV models to predict player performance with 78% accuracy (R^2 score), uncovering the key statistical drivers behind scoring outcome accuracy.
  - Leveraged Statsmodels and Scikit-learn for model development, hyperparameter optimization, and performance evaluation.
- **Historical Presidential Tweets: Natural Language Processing**
  - Investigated and analyzed 56,500+ presidential tweets (2009-2021) using advanced NLP techniques in Python to decode shifting political messaging over time.
  - Applied sentiment analysis over time using VADER, time series visualizations and topic modeling solutions (LSA, NMF, CorEx) to identify and track key message trends and hidden patterns.
- **Income Classification: Supervised Learning**
  - Applied machine learning classification models (Logistic Regression, RidgeClassifier, RandomOverSampler) to census data to predict income brackets with 80% accuracy, identifying key socioeconomic indicators.
  - Implemented data scaling and GridSearch to optimize model hyperparameters.

Real Estate Agent

05/2011 – 09/2021

The Loom Group and Nooklyn.com

Brooklyn, NY

- Drilled into market trends and property data to craft compelling proposals for clients and owners by translating complex market signals into clear, actionable recommendations that yielded a 70% deal closure rate.
- Pieced together market intelligence and growth opportunities that helped propel Nooklyn from a startup to a top rental real estate company in Brooklyn.
- Diagnosed the unique needs, timelines, and budgets of owners and renters through deep discovery conversations and building trusted relationships that became the foundation for long-term business growth.
- Streamlined communication workflows across clients, owners, and stakeholders cutting response time by 30% and accelerating deal closure by a day to hours.
- (*Additional professional experience and details available on:* **linkedin.com/in/kyle-a-turner**)

EDUCATION

Bachelor of Arts Music Production and Engineering — 2008

Berklee College of Music — Boston, MA

Associates of Arts Music — 2005

Community College of Baltimore County — Essex, MD

SKILLS

Data Science | Data Analytics | Data Engineering | Business Intelligence | Python | SQL Server | Machine Learning | SSRS | Excel | Tableau | Power BI | AWS | PowerShell | AI | Azure | Natural Language Processing | Fabric | Alteryx | DAX | Predictive Modeling | Prompt Engineering | Fabric | A/B Testing

CERTIFICATIONS

- Certified Data Analyst - QuickStart Academy, 2026
- Tableau Desktop Certified - Salesforce, 2023
- Certified Data Scientist - Metis Bootcamp, 2022
- AWS Cloud Technical Essentials - Coursera Course Certificates, 2022
- Learning Data Visualization - NASBA, 2022
- Statistics for Data Science and Business Analysis - Udemy, 2021

INTERESTS

Sailor | Cellist | Home Wine Maker | Record Collector | Biking | Boxing